



CITY OF LODI

COUNCIL COMMUNICATION

AGENDA TITLE: Purchase of Harley Davidson Police Motorcycles

DATE: February 7, 1996

PREPARED BY: Captain Jerry J. Adams

RECOMMENDED ACTION: Authorization for sole source purchase of Harley Davidson Police Motorcycles

BACKGROUND INFORMATION: The Lodi Police Department is asking that the City Council authorize the purchase of Harley Davidson Police Motorcycles through sole source agreement with Harley Davidson of Stockton. A staff report (attached) outlines the advantages of changing from Kawasaki motorcycles to Harley Davidson motorcycles. The cost and repair savings as indicated in the staff report are significant.

The Harley Davidson buy-back program and resale advantages make this change most advantageous to the City. Stockton Harley Davidson is the nearest supplier and repair facility in our area. Any scheduled service or repairs would be performed in a timely manner due to their proximity to the City of Lodi.

The current rotation policy for police motorcycles is one every three years. We do recommend this current policy to be continued and believe that significant cost savings will be realized due to the Harley Davidson buy-back and warrantee program.

The next motorcycle is due to be replaced in July of 1996. In order to meet our replacement schedule and not incur additional repair costs on the existing motorcycle, we are asking for approval to order the first Harley Davidson now. This is necessary due to delivery and production schedules by Harley Davidson.

FUNDING: 1996-97 budgeted was \$8,385.00 the Harley Davidson price will be \$10,700.00, however, at the end of three years the trade-in value of the motorcycle will be \$9,500.00 with an actual cost to the City of Lodi of \$1,200.00.


Captain Jerry Adams for Larry Hansen, Chief of Police

APPROVED: _____


H. DIXON FLYNN
City Manager



recycled paper

LODI POLICE DEPARTMENT

Memorandum

To: Joel Harris, Purchasing
Dennis Callahan, Fleet Management /

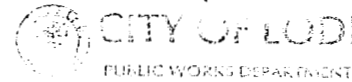
From: Captain Jerry Adams

Date: December 20, 1995

Subject: Harley Davidson Motorcycles

RECEIVED

DEC 22 1995



Please review the attached proposal to change from Kawasaki motorcycles to Harley Davidson motorcycles. As you will see from this well written proposal from Officer Cromwell, there are several definite advantages to changing to the Harley's. The various advantages include:

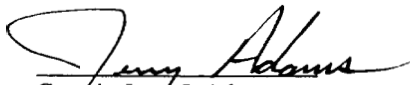
- 1) Other police agency recommendations of the Harley and rider satisfaction.
- 2) Better fuel efficiency and more fuel capacity.
- 3) Lower service costs and better warrantee coverage.
- 4) Substantial cost savings at trade-in.
- 5) Public acceptance of Harley Davidson and officer morale.

The three motor officers are the people who have proposed this change and their supervisors are in agreement. After review, Chief Hansen and I are also in support of the change.

I would ask that you review our current agreements with Kawasaki to determine what steps are necessary in changing our sole-source contract to Stockton Valley Harley Davidson, and ordering the next scheduled replacement motorcycle (#40) July 1 of 1996.

Due to order time, it appears that we can start that process prior to July for a July delivery. The PO would dated after the budget year begins.

Please call at your earliest convenience to discuss this matter.


Captain Jerry J. Adams
Commander,
Operations Division

cc: Chief Hansen
Lieutenant Main
Sergeant Manetti

*Dennis,
Joel has this too.
He may actually be the
one to do this.
Let me know
Jerry
12: 726*

** M E M O R A N D U M **

TO: LT. DAVID MAIN
SGT. LARRY MANETTI

FROM: OFF. RICK CROMWELL RC

DATE: NOVEMBER 25, 1995

SUBJECT: 1996 HARLEY DAVIDSON POLICE MOTORCYCLE
MODEL FLHP-I FUEL INJECTION ROAD KING

At Sgt. Manetti's request, on November 22, 1995, I met with Sgt. Don Tirapelle of the Stockton Police Department regarding their 1996 Harley Davidson FLHP-I Road King police motorcycle. Sgt. Tirapelle speaks highly of the FLHP-I after riding it for 1100 miles. Sgt. Tirapelle has ridden the Kawasaki Police 1000 for several years and finds the FLHP-I to be superior. I inspected the FLHP-I and test rode it to form the following evaluation.

The FLHP-I has a 1340cc or 80cu. in. Evolution V-twin air cooled engine with sequential port fuel injection and a 50 state cam. The fuel injected motor aids in faster, easier starting with no choking in cold weather. The fuel is delivered by an electronic fuel pump and regulated to the injectors. This gives the FLHP-I better fuel efficiency than other police motorcycles on the market. The fuel economy is approximately 46 mpg in the city and 54 mpg on the highway. The Kawasaki Police 1000 motorcycle gets 34 mpg in the city and 39 mph on the highway. The fuel injected motor eliminates the need for carburation settings as required every 3,000 miles on the Kawasaki Police 1000 motorcycle. Valve adjustments are also eliminated since the FLHP-I uses self-adjusting lifter pushrods. The fuel tank holds 5 U.S. gallons which is larger than the 4.0 gallon tank on the Kawasaki. The electrical charging system is very impressive. The FLHP-I uses a 38 amp (494 watts peak) solid state alternator as compared to an 18 amp alternator used on other motorcycles. The lighting system incorporates running lights, a quartz halogen headlight, 2 PAR 36 pursuit lights, self-canceling turn signals, dash lights and engine indicator lights. This leaves more than adequate amperage to run auxiliary lights or strobes without battery drain. The battery is a maintenance free 12 volt 20 amp hour supply.

The suspension on the FLHP-I is air ride with independent adjustment of the front from the rear. Under the seat is an air ride solenoid totally adjustable to the riders personal comfort. The transmission is of the friction plate type utilizing five speeds. The drive train utilizes a Kevlar belt designed for 60,000 miles before replacement. The Kevlar belt requires no lubrication and eliminates the chain slung grease. The FLHP-I uses Dunlop MT90B x 16 black wall tires tested by Dunlop and Harley Davidson for police use only. The wheel base is 62.9 inches. Ground clearance is 5.12 inches. The dry weight is 712 lbs. The right lean angle is 31 degrees and the left lean angle is 30 degrees. The brake system is hydraulic front and rear disc. The front utilizes two independent rotors and calipers. The rear is a single rotor and caliper. The Kawasaki Police 1000 wheel base is 60.4 inches. The ground clearance is 6.3 inches. The dry weight is 595 lbs. Minimum turning radius is 9.19 feet.

The FLHP-I appearance consists of a lexan windshield without a fairing, two saddlebags, chrome timer and derby covers, chromed transmission and primary covers, chromed heads, oil filter, crash bar, air cleaner, pushrod tubes, fender guards, saddlebag guards, and many other smaller parts. The color is two-tone black and cream white. The FLHP-I has a very appealing appearance in comparison to the previous FXRP models and the Kawasaki Police 1000. The FLHP-I has floor boards that are adjustable to three positions. It utilizes a kick shifter similar to the Kawasaki.

During my test ride, I performed turn-around and switch-back maneuvers. I found the motorcycle easier to turn the more I rode. The lean angles affect the turning radius by about 2 feet. The normal u-turn can be performed as well on the FLHP-I as on the Kawasaki. The FLHP-I requires the same clutch control as the Kawasaki. I noticed that the FLHP-I requires more feathering at low speeds and rpm's. The stall speed of the FLHP-I is 0 mph and can be held longer than the Kawasaki. The FLHP-I top speed is 118 mph. At 60 mph with a load of 200 lbs., the FLHP-I stops in 170 feet. The Kawasaki top speed is 105 mph. at 60 mph with a load of 200 lbs., the Kawasaki stops in 165 feet. No additional training would be required for the FLHP-I. However, regular motor training sessions should provide the necessary training and confidence to ride the FLHP-I.

I spoke to Jerry Benson, owner of Stockton Valley Harley Davidson, and was impressed with the Life Cycle plan that Harley Davidson has introduced.

Stockton Police Department is using this plan. The numbers I quote are only estimates based on Stockton's price paid and deal negotiated. Certain equipment options are negotiable items. Jerry Benson said he will make the same deal with the Lodi Police Department that he made with the Stockton Police Department. The FLHP-I purchase price is \$10,700.00. The FLHP-I has a three year warranty. At the end of three years, the FLHP-I is traded toward a new FLHP-I with a \$9,500.00 credit or \$9,500.00 cash is paid to the municipality. This means that over three years, the City of Lodi would pay \$1,200.00 for a motorcycle and every third year receive a new motorcycle always under full warranty. Routine maintenance is still required every 5,000 miles. Major valve adjustments, carburetor adjustments, chain adjustments and replacement won't exist with the FLHP-I. If parts fail and they often do, warranty covers the bill. The mileage cap is 60,000 miles in 3 years. We currently put 11,000 to 15,000 miles each year on the Kawasaki.

I found the FLHP-I package irresistible. Economically the City of Lodi can't afford to turn down the Harley Davidson. The City of Lodi currently spends \$8,500.00 for a Kawasaki Police 1000 motorcycle. After three years of service, the motor is retired at a resale value of \$500.00. The retired motors are kept for parts at an approximate value of \$1,000.00 since the new motors are only under warranty for 10,000 miles. This means every three years the City of Lodi currently pays \$8,500.00 to replace the motor. The city also currently pays for major services every 3500 miles in the price range of \$950.00 for each service. They also pay for parts that break after 10,000 miles like exhaust pipes at \$800.00 per set or fairings that crack from stress at \$1,000.00 per fairing. With the Harley Davidson, if a starter fails, cover leaks, drive belt breaks, exhaust fails, transmission fails, or any other mechanical failure occurs the warranty covers and the city pays nothing. Service on the FLHP-I ranges \$150.00 to \$225.00 every 5000 miles if the service is provided by the dealer.

I see several thousands of dollars saved each year by participating in the Harley Davidson Life Cycle plan. I also see the pride and interest in the public with respect to the Harley Davidson motorcycle. During my test ride, several citizens of Stockton stopped me to comment on the professional appearance of the motorcycle. Others stated that "Cops are cool" and "Harleys are cool". I see a potential for greater acceptance of "motor cops" with the use of Harleys. Sgt.

Tirapelle has noticed a positive difference in public attitude including those he finds on traffic stops. I even find the exhaust noise below legal levels. The noise level is lower than some Harleys used by other agencies. My recommendation is that the City of Lodi purchase one Harley Davidson FLHP-I Road King to replace motor #40 in 1996. If the City chooses to try this plan, Valley Harley Davidson will order the FLHP-I with only a purchase order. From the time the order is made, until delivery, can take up to 3 months. Jerry Benson will work with the City of Lodi regarding delivery and payment in regards to the budget year.

My question was "Why is Harley Davidson doing this for law enforcement?" Harley Davidson motorcycles are in demand everywhere. There is a two year waiting list for motorcycles in the United States. The wait is longer over seas. The FLH-I models are retailing now in the U.S. for \$17,000.00 and over seas for \$30,000.00. Harley Davidson has been trying to reestablish its place in police motorcycle sales and maintain its position in domestic and international sales. By creating this package, more motorcycles are sold to law enforcement which later come back to the dealer. The dealer initially makes \$1,000.00 selling to law enforcement. Upon buy-back, he sells the bike for \$18,000.00 or quick-sales it to an international dealer for \$15,000.00 who then sells it for \$28,000.00. So the local dealer still makes his profit from the retail sale and the profit from the law enforcement sale. Harley Davidson benefits by satisfying law enforcement and its international market. They also reap the benefits of free advertising from law enforcement.

My over all opinion is that the Harley Davidson FLHP-I appears to be a better machine than the Kawasaki Police 1000. The FLHP-I handles differently than the Kawasaki but they accomplish the same thing. Acceleration off the line goes to Kawasaki. Acceleration and speed over the long run goes to the FLHP-I. The line acceleration difference isn't worth discussing. All equipment currently used on the Kawasaki can be used on the Harley Davidson FLHP-I except the front blue strobe. With the Life Cycle plan, mileage or unit age is no longer a factor. Maintenance costs are reduced dramatically. Unit cost is reduced dramatically. Man power is saved along with the reduced maintenance. Fuel costs are reduced. I don't see where we could go wrong. I almost forgot. The Harley Davidson FLHP-I Road King is *American* made.

EXAMPLE ECONOMICS

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What is the minimum savings the City of Lodi can expect to see every year and over a three year possession of FLHP-I's vs. Kawasaki Police 1000's? Assume a yearly mileage of 11,000 miles and fuel costs of \$1.35 per gallon. Assume both bikes are replaced at the end the third year.

<u>FLHP-I</u>		<u>KAWASAKI</u>	
purchase price	\$10,700.00		\$8,500.00
end value	<u>\$9,500.00</u>		<u>\$0.00</u>
Cost	\$1,200.00		\$8,500.00
Yearly Costs		Yearly Costs	
1/3 of the cost	\$400.00		\$2,833.33
46 mpg	\$322.83	34 mpg	\$436.77
500 mile service	\$125.00	500 mile	\$350.00
5,000 mile	\$225.00	3,000 mile	\$350.00
10,000 mile	\$225.00	6,000 mile	\$350.00
		9,000 mile	<u>\$350.00</u>
Total 1st year	\$1,297.83		\$4,670.10
1/3 of the cost	\$400.00		\$2,833.33
fuel	\$322.83	fuel	\$436.77
15,000 mile	\$225.00	12,000 mile	\$350.00
20,000 mile	\$225.00	15,000 mile	\$350.00
		18,000 mile	\$350.00
		21,000 mile	<u>\$350.00</u>
Total 2nd year	\$1,172.83		\$4,670.10
1/3 of the cost	\$400.00		\$2,833.33
fuel	\$322.83	fuel	\$436.77
25,000 mile	\$225.00	24,000 mile	\$350.00
30,000 mile	\$225.00	27,000 mile	\$350.00
		30,000 mile	\$350.00
		33,000 mile	<u>\$350.00</u>
Total 3rd year	\$1,172.83		\$4,670.10
Replace Unit		**Replace Unit**	

RESOLUTION NO. 96-06

A RESOLUTION OF THE LODI CITY COUNCIL
AUTHORIZING THE PURCHASE OF ONE MODEL NO. FLHP-I HARLEY
DAVIDSON POLICE MOTORCYCLE AND STANDARDIZATION OF PURCHASES THROUGH
THE STOCKTON HARLEY DAVIDSON DEALER

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WHEREAS, Lodi Municipal Code, Section 3.20.070, authorizes dispensing with bids for purchases of supplies, services or equipment when it is in the best interests of the City to do so; and

WHEREAS, on June 27, 1990, the City Council established the Kawasaki KZ-1000P as the standard police motorcycle for the Lodi Police Department; and

WHEREAS, staff now recommends standardizing on Harley Davidson Motorcycles through a sole source agreement with Harley Davidson of Stockton because of significant cost and repair savings, and also because of the Harley Davidson buy-back program and resale advantages; and

NOW, THEREFORE, BE IT RESOLVED, that the Lodi City Council hereby approves the purchase of one 1996 Model No. FLHP-I Harley Davidson Motorcycle in the amount of \$10,700.00 and further approves the standardization of sole source purchases through Harley Davidson of Stockton, California.

Dated: February 7, 1996

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I hereby certify that Resolution No. 96-06 was passed and adopted by the City Council of the City of Lodi in a regular meeting held February 7, 1996, by the following vote:

AYES: COUNCIL MEMBERS - Davenport, Mann, Pennino, Sieglock
and Warner (Mayor)

NOES: COUNCIL MEMBERS - None

ABSENT: COUNCIL MEMBERS - None

ABSTAIN: COUNCIL MEMBERS - None


JENNIFER M. PERRIN
City Clerk